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Honduras

Exporter Guide

Annual

2002

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Report Highlights:
The Honduras retail sector is by far the largest market for imported food, due to the expansion of supermarkets in urban areas and opportunities even through distant shopping mechanisms. The HRI sector is developing rapidly and has a tremendous potential for processed products. Tourism is growing at a fast pace: in a span of two years, visitors have increased by 57%, food and drink establishments by 61%, hotels by 30% and cruise ship visitors by 168%. Important investments for the HRI sector in the Bay Islands and North Coast of Honduras are taking place.

Includes PSD changes: No
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I. MARKET OVERVIEW

Honduras has made notable reconstruction advances, after the 1998 Hurricane Mitch-induced recession. In the year 2001, low world coffee prices and a drought in mid 2001 worsened Honduras's agriculture production capacity. However, progress was made towards macroeconomic stabi1ity in 2001, as follows:

- Inflation was 8.8%
- GDP grew at 2.6%
- Public spending had a deficit of 6.4%
- Exports decreased by 2.9% over the previous year
- Exports to the United States increased by 2%
- Increase in total imports by 4% over previous year
- Agricultura1 imports increased by 1.5% over previous year
- Foreign Currency Reserves grew by 7.8%

Demand for consumer-oriented products, as well as quality ingredients for the Hotel, Restaurant, and Institutional industry (HRI) has risen. Another important factor is that since 1994, Honduras has made great strides in opening its markets to foreign trade and foreign investment. Import duties, which had ranged as high as 140%, have been decreased to between 1% and 15% for a1most all products. Surcharges, customs administrative charges and consular fees have been abolished. Honduras has also done away with most non-tariff barriers to trade, including import licensing requirements. Duties on imports of raw materials have been reduced to 1 percent, and the administrative customs charge was eliminated for raw materia1s in 1998. This progressive trade libera1ization has been largely responsible for propelling U.S. exports to Honduras from $625 million in 1991 to $2.4 billion in 2001, according to U.S. trade data. In 2001, Honduras had 54% of its imports from the U.S.

With average annual per capita income of $922, a large share of income goes to food purchases. In rural areas it is estimated that close to 65% of family income goes to buy food while in urban areas it is closer to 50%. Consequently, for food and beverage products, price is the most important selling point in Honduras. Although more and more women are entering the work force every day, particularly in drawback operations, women remain the main decision makers when it comes to food purchases. U.S. products are often preferred based on qua1ity, wholesomeness, and variety.

U.S. agricultura1 exports to Honduras have continued to grow during the last years.

- Total agricultura1 exports increased 29 percent, from $153 million in 1997 to $198 mil1ion in 2001

- Total agricultural, fish and forestry exports increased by 28 percent, from $161 million in 1997 to $206 in 2001.

- Bulk commodities increased 9 percent, from $65 mil1ion in 1997 to $71 million in 2001.

- Intermediate agricultural products increased 23 percent, from $56 mil1ion in 1997 to $69 million in 2001.

- Consumer-oriented products increased by 84 percent from $31 million in 1997 to $57 million in

2001.

ADVANTAGES	CHALLENGES
Close proximity to the U.S. Containerized cargo from gateway cities can be transported to Honduras in 3-4 days.	Direct competition from other Central American countries, as well as Mexico and Chile.
Consumers have strong preferences for U.S. products. U.S. products enjoy a high quality image among Hondurans. Importers prefer trading with U.S. exporters because of reliability.	The current economic situation in the country, limits purchasing power and customers are price sensitive.
Rapidly developing retail sector and HRI sector. Strong presence of U.S. fast food outlets, casual dining restaurants and introduction of new U.S. Hotel chains.	Relative high duties on some products, inconsistent customs valuation practices, and import procedure make it a little more difficult to enter the market.
Increase in infrastructure and facilities have permitted the year-round availability of U.S. fruits such as apples, pears and grapes. Direct imports by warehouse outlets have diversified food imports.	Unclear and occasionally restrictive Zoosanitary and Phytosanitary import requirements when importing.

II. EXPORTER BUSINESS TIPS

A. Business Customs

As in most Latin American countries, a good personal relationship with prospective customers is basic to penetrating the market. While it may take a 1ittle longer than is customary in the U.S. to consummate a business relationship, the investment in time can pay off in long-lasting and mutually profitable alliances. U .S. supp1iers should be prepared to have a local representative or distributor to personally travel to Honduras.

Among various cities in Honduras, business is usually centered in two main cities, Tegucigalpa, the capital city, and San Pedro Sula, the industrial center. Large importers and distributors in Honduras usually have offices in both cities to take advantage of market opportunities. In other instances, large international firms have granted exclusive distributor rights, i.e., one exclusive distributor in San Pedro Sula and another in Tegucigalpa. These types of arrangements are acceptable under current Honduran laws.

B. Consumer Tastes

Hondurans were first introduced to U.S. products as an influence of the Banana's companies, and their commissaries. The influence was so marked, that an example of this is the acquired taste for the consumption of oatmeal for breakfast, which became a customary practice. The strong linkages that Hondurans have with the United States, have been enlarged with an increased legal and illegal migration of about 400,000 Hondurans that reside in the United States. The income from their employment generates foreign exchange remittances to their households in Honduras of about $450 million annually.

U.S. Honduran ties are further strengthened by international assistance, exchange programs, numerous U .S. business and tourist visitors, as well as Americans residing in the country.
Through all these linkages many Hondurans have acquired taste for American food products and adopted much of U.S. culture, which they have introduced to their families. The
quality, convenience and wholesome of American products has traditionally been of preference among Hondurans. Trends in combinations of Honduran food customs mixed with American ones are being developed by some companies.

C. Food Standards and Import Regulations

The principal-agent relationship in Honduras is governed by the civil and commercial codes; Supreme Decree 549, Official Register (La Gaceta) No.22366, of December 7, 1977. This law is entitled "Law of Agents, Distributors and Representatives of National and Foreign Enterprises," and includes a provision for penalties for wrongful termination that discourages exclusive distribution agreements. Principals may not terminate the contract without just cause, unless they fairly compensate the agent for damages suffered. Only Honduran nationals or Honduran legal entities registered with a local Chamber of Commerce and the Ministry of Industry & Trade may represent foreign firms.

Foreigners exporting to Honduras are not required by law to sell through an agent or distributor, except when selling to the government. Although a U.S. firm may export directly to Honduran companies, appointing a local agent or representative is strongly recommended to help with import procedures, sales promotion and after sales service. Independent intermediaries are especially important for smaller companies, as their knowledge of the market and of the relevant business customs and practices adds to the strength of the U.S. manufacturer/exporter. U.S. companies are advised to evaluate local prospects in terms of the services and benefits provided, considering factors such as location, financial strength, quality of the sales force, warehousing facilities, reputation in the market, advertising budget, product compatibility and overall experience.

To be protected under Honduran law, trademarks must be registered with the Ministry of Industry and Commerce. Trademarks are valid up to 10 years from the registration date.
"Notorious marks" are protected under the Pan American Convention (1917), to which Honduras is a party.   Illegal registration of a notorious mark, however, must be contested in court if the original holder is to exercise the rights.

U .S. suppliers shou1d also be aware that enforcement of existing food safety laws and regulations has generally been 1ax in the past, the situation is changing. The Consumer Protection Directorates of the Ministry of Industry and Commerce, and The Consumer Protection Agency of the Attorney General's Office, are raising consumer awareness about food safety issues which puts more pressure on the Ministry of Public Health and on the Ministry of Agricu1ture & Livestock to enforce existing legislation. At present, Government authorities accept labels in English, even thought there is a Law that specifies should be in Spanish. The Law has not been rigorously applied and it is customary to accept the label in English. The requirement that are putting close attention is that products should have clear the expiration date (month and year). Closed dating is not allowed.

Although the import process is fairly transparent for practically all products, certain difficulties often take place with sensitive products such as pou1try meat. U .S. suppliers should ensure that their Honduran customers are fully aware and in compliance with all import requirements. This may entail providing Honduran importers with the fol1owing: present a certificate of origin, a
certificate of free sale, certificate of wholesomeness, phytosanitary and zoosanitary certificate, and other export documentation as required. More in-depth information on import requirements can be found in this offices' FAIRS report 2002 at: www.fas.usda.gov /scriptsw/attacherep/defaults.asp.

III. MARKET SECTOR - STRUCTURE AND TRENDS

A. Entry Strategy

UN trade data shows total imports in 2000 for consumer-oriented products were $277 million and for edible fishery products was $14 million. Imports from the U.S. for customer oriented products were 34% of the import market and 45% of edible fishery import market. Presently, there is no data available for 2001.

- The retail sector is responsible for about 76% of that with about $221 million.
- Restaurants account for 14% of the total with $41 million, and 85% of all fishery products imports.
- Food processing accounts for 10% of the total with $29 million.

When selling in Honduras, U.S. exporters must take into account that for marketing purposes the country is divided into two regions; the North Coast, including San Pedro Su1a, the country's commercial and industrial capital; and the Centra1 region, where Tegucigalpa, the political capital, is located.

U .S. exporters should carefully analyze both the cost approach and the market approach when making pricing decisions. They should keep in mind the small size of the Honduran market and the high elasticity of demand for consumer products when devising marketing strategies. Price is one of the most important elements that influences the receptivity score of most Honduran imports. In many cases, Honduran business people buy directly from abroad if they feel that the cost of imports avai1able in the local market is too high.

Price escalation represents another important consideration in terms of export retail pricing. Products imported into Honduras are usually priced based on the C.I.F. value, import duties, in- country transportation costs, and distributor margins.

Because of high interest rates, importers/distributors, as well as Government of Honduras' agencies, often have problems in securing the funds to purchase imports. U.S. exporters that offer attractive financing terms on sales to Honduran traders have the best chances of gaining a market share. This is particularly true for large-scale projects. It is important to emphasize, however, that international firms must exercise due caution when granting credit to Honduran trading partners. Firms should investigate the creditworthiness and reputation of potential partners before granting credit.

The availability of adequate service and support frequently makes the difference in purchasing decisions, especially by the government. In general, it is important to secure sales through an established, reputable distributor that offers an adequate service infrastructure. U.S. companies should consider providing training, technical assistance, and after-sales support to their local counterparts, particularly for products that require periodic maintenance and service.

B. Food Retail Market

The Honduras' retail food sector is by far the largest market for imported food. Urban consumers shop at open markets, American-style supermarkets, mini-markets, specialty stores, convenience stores, and local 'mom & pop' stores (known locally as 'pulperias'). Retail sales of imported consumer-oriented products are conducted mostly by supermarkets, mini-markets and convenience stores. However, the 5,700 pulperias in Tegucigalpa and 3,900 in San Pedro Sula also sell imported products, mostly snacks. The supermarket retailing industry is growing rapidly. Supermarkets have opened stores in various locations of urban centers and most of the population, with a regular job, take advantage of promotions and buy their food purchases at these Supermarkets. Virtually all the supermarket chains are expanding, remodeling, and modernizing. Larger chains in neighboring countries have also formed strategic alliances with chains in Honduras. Local wholesale outlets and warehouse clubs have been increasing in popularity lately. PriceSmart, a U.S.-Based warehouse club, opened a store in San Pedro Sula in 1999 and another in Tegucigalpa in 2000.

Christmas gift baskets are also increasingly popular. In recent years, it has become common to include a high percentage of U.S. products in the basket. Most commonly included are traditional favorites such as wines, whiskey, candy and nuts. Easter, besides being a religious holiday, could also be defined as summer vacation time for the vast majority of Hondurans. This vacation period begins well before and extends well beyond the two-day holiday. Other than the Christmas season, Easter is the main peak for retail sales. In addition, in June of every year there is a law that the government and private sector provide a bonus to its employees. This bonus is equivalent to a month salary. Many families made special purchases or buy quality products at that time. Substantial opportunities exist for U.S. suppliers willing to promote their products during those times and gear their promotional campaigns toward this end.

A distant shopping tool has been developed in light of the 400,000 Hondurans in the U.S. who send remittances to their families. Honduran immigrants can buy a consumption bonus in the U.S. for their families to shop at a local Honduran Supermarket. This is done through a company in Honduras that provides the bonus coupon to the person, which can be taken to the Supermarket, where it is cashed for groceries consumption. An additional example is a poultry company from Honduras, who has an arrangement in the U.S. for a person to buy an order of poultry and his/her family can claim it at a local Supermarket.

The best marketing entry approach is to appoint a local distributor in Honduras that can provide good market penetration. However, many U.S. suppliers are discouraged by small initial volumes, and do not provide the needed support. U.S. exporters looking to establish and maintain a share of the market, should be willing to go the extra mile in developing sales from the ground up and servicing their customers. They should work with their customers to satisfy local manufacturing and expiration date requirements, provide their customers with competitive pricing, credit alternatives, catalogs, and samples to test the market. They should also be wil1ing to consider sharing advertising cost for launching new brands. Moreover, they should also be willing to provide technical and sales support as well as training in various areas such as category management, merchandising, and product handling. For further information on this sector, please read this offices' latest Retail Sector report at: www.fas.usda.gov/scriptsw/attacherep/defaults.asp.

C. Hotel, Restaurant and Institutional Sector

In Honduras the HRI (Hotel/Restaurant/Institutional) food service sectors are in their infancy. Nonetheless, several distributors are venturing into this sector and a few specialized companies are beginning to focus on this dynamic market. The tourism industry has had a continuous growth due that the GOH and the private sector are much aware of its enormous potential. Over a span of two years from 1999 to 2001 the growth in tourism, expenditure and hotels are as follows:

- Total visitors increased by 57% from 428,100 to 672,000.

- Food and drink establishments increased by 61%, from 1,941 to 3,134.

- Hotels establishments increased by 30%, from 558 to 727, with an increase of 3,015 new rooms available.

- US Dollars income from tourist increased by 41% from US$195,000 to $275,000. The daily expenditure decreased due to the strengthening of the dollar in comparison with the Lempira. The same service was provided at less cost.

- Cruise ship visitors increased by 96,791. This is a 168% increase from 57,300 to 154,091.

The new Government in Honduras have designated tourism as one of the priority sectors likely to create a substantial number of jobs and economic growth. The three project goals are a Caribbean Creation, a Mayan Route and Nature Adventure. Each of these projects contain several smaller cluster of projects. The Caribbean Creation involves encouraging tourism development in the Bay Islands and the northern coast of Honduras, focusing on beaches and reefs. The goal is to increase to one million tourists and US$500 million income in foreign exchange.

At the Bay Islands, very costly, low-density tourism will be built. The German chain Kampinsky will start construction of a $13 million ultra-luxury resort called Iguana Bay, in Guanaja. The construction will take 15 months and will start operations beginning 2004. The investment from U.S.A., Europe and Argentina has participation of Christopher Lamber, Claudia Shifter and Silvester Stalone among others. The same group has also interest in developing a Gastronomic School in Roatan to teach European Cuisine. An Italian chain Henry Morgan will invest in developing a resort of 412 bungalows, one SPA, Sol Melia from Spain and the Inter-Continental will do similar investments too. Other probable investors are the Caribe Point Rosewood will be an estimated investment of $47 million. The Ritz Carlton is looking to develop private resorts as well.

The second project is a complete Mayan Route from Copan to other archaeological sites and will involve visitors from cruise ships flying to Copan. The third project is marketing and developing eco-tourism on the north shore, national parks and in Copan ruins area. Ministry representatives held meetings exploring an extension of eco-tourism towards high-end clients who wish to participate in scientific exploration. The Barcelo chain will develop another Hotel in La Ceiba city and a Hotel complex in Omoa, both in the north coast. The projects will be marketed for low-density, high quality, sustainable tourism.

The steps towards strengthening the tourism sector have been the accomplishment of a land titling initiative, the passage of a new Law of Incentive to Tourism by which businesses are exempt to pay income tax for ten years, as well as the import of equipment and vehicles free of import taxes. Other actions are the creation of a tourism police force and the Ministers of Tourism agreed to have a common agency to promote multi-destination from Europe to Central America.

On Honduras´ Bay Islands, the majority of consumer-oriented products are purchased from grocery wholesalers in Florida, particularly Miami and Tampa. The islands have several shrimp companies that export directly to those ports. Those companies also own most of the Supermarkets on the islands and even some of the largest hote1s. These companies send shrimp to the United States and return with U.S. consumer-oriented products and housewares.

The HRI sector has a remarkable potential for the processed products. The US franchises are in need of raw materials, and the local market can not always fulfill their needs. Also, some of the franchise agreements require US raw materials as part of the contract. The following U.S. franchises and casual dining establishment operate in Honduras:

Applebee's	Ruby Tuesday's	TGI Friday's	Tony Romas
Bennigan's	Bojangles	Burger King	Church's Chicken
Domino's Pizza	Espresso Americano	Little Caesars	McDonalds
Papa John's	TCBY	Popeye	Pizza Hut
Price Smart	Startmart	Subway	Wendy's
Crowne Hotel	Holiday Inn Hotel		

Large U.S. food service suppliers such as SYSCO and others have recently entered Honduras and are helping their local representatives develop the market. However, sourcing food and beverage products from a wide array of suppliers are still quite common in the sector. The same basic market entry approach described for the retail sector also applies to the HRI food service sector. Distribution to the HRI industry is still a little weak, there is not enough competition to force quality or competitive pricing. U .S. companies are encouraged to help develop a distributorship that handles the HRI industry.

D. Food Processing Sector

Domestic food processing is a small yet growing industry in Honduras. The industry is composed of two distinct segments. The first segment of the industry is made up of a rather large number of small and unsophisticated entrepreneurs throughout the country which produce baked products, dairy products, meat products, honey, certain prepared fruit products and others. Honduras lacks production of canned fruits and vegetables as well as chocolate products. As many domestic food processors seek to improve the quality of their products, and with the lifting of major trade restrictions, food additive imports are also beginning to experience some growth. The second sector is made up of several medium to large scale operations with relatively modern production and marketing facilities. These businesses produce pasta products, sauces, vegetable oil and shortening, cookies and biscuits, certain snack foods, fruit juices, soft drinks, beer, tortilla flour, meat products, and dairy products. This segment is struggling to modernize and develop in order to remain competitive, particularly in relation to imports from neighboring countries and Mexico. Perhaps the best approach in this sector is working closely with the local manufacturers who know consumer tastes and preferences for their products. Providing their customers with technical assistance in diversifying product variety can be invaluable in increasing sales of different ingredients.

This sector presents an ideal opportunity for joint ventures. Many wealthy citizens, that have taken big losses in coffee, but stil1 have sufficient capital for investments, are looking for alternative opportunities to invest their monies away from coffee. The advantages of setting up shop in Honduras is that it opens up all of Central America for the finished goods with zero duties.

IV. BEST HIGH VALUE PRODUCT PROSPECTS

Fol1owing is a list of product categories with the best export potential for U.S. suppliers based on recent export performance, relative ease of entry, and developing trends.

BEST PROSPECTS TABLE

Product/Sector	Imports from All Countries	Imports from the U.S.	U.S. Market Share	Projected Growth Rate
Meat Fresh/Chilled/Frozen	$5,666,000	$3,910,000	69%	10%
Meat Prepared/Preserved	$8,644,000	$4,341,000	50%	10%
Cheese	$7,763,000	$1,901,000	24%	8%
Processed Fruit & Vegetables	$18,215,000	$8,897,000	49%	10%
Dairy	$39,932,000	$9,462,000	24%	5%
Fresh Fruit	$6,940,000	$4,146,000	60%	12%
Fruit & Vegetable Juices	$12,018,000	$3,294,000	27%	8%
Wine & Beer	$4,011,000	$2,482,000	62%	10%
Pet Foods	$1,738,000	$1,430,000	82%	15%
Snack Foods	$17,714,000	$3,444,000	19%	8%
Breakfast Cereals	$21,962,000	$2,495,000	11%	9%
Forest Products	$18,044,000	$5,368,000	30%	10%
Fish Edible	$14,428,000	$6,431,000	45%	10%

V. KEY CONTACTS

Institution: Office of Agricultural Affairs, American Embassy
Address: Avenida La Paz, Tegucigalpa, Honduras
Tel: (504) 236-9320
Fax: (504) 236-8342
E-mail: GomezA@fas.usda.gov or DavidT@fas.usda.gov
Alternate: Usdafas@usmission.hn

Institution: Office of Agricultural Affairs, American Embassy
Address: Avenida Reforma, 7-01 Zona 10, Guatemala City, Guatemala

Tel: (502) 331-1541
Fax: (502) 331-8293
E-mail: Agguatemala @fas.usda.gov

For more information on exporting U.S. agricultural products to other countries, please visit the Foreign Agricultural Service home page: http:/ /www.fas.usda.gov

VI. LIST OF MAJOR REGULATORY AGENCIES

Name:	Dr. Lizardo Reyes
Title:	Director General
Institution:	Servicio Nacional de Sanidad Agropecuaria, SENASA (Plant & Animal Health Services)
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Name:	Dr. German Alfaro
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Name:	Licda. Rosalina Alvarenga
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Title:	Director General
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VII. APPENDIX

A. Key Trade & Demographic Information

Product Imports	From all Countries	From the U.S.	U.S. Share
Total Agricultural	$473.1 Million	$233.3 Million	47%
Consumer-Oriented	$277.3 Million	$92.9 Million	34%
Edible Fishery	$14.4 Million	$6.4	45%

Population	Total 2001 In Millions	Growth Rate
Total Population	6.3	2.7%
Urban Population	2.9	3.3%
Size of Middle Class 1/	0.7	2.6%

Number of Major Metropolitan Cities /2	11
Gross Domestic Product (Billions of US$)	$6.4
Per Capita Domestic Product	$922
Unemployment Rate /3	4.2%
Female Population Employed /4	39.1
Exchange Rate (US$1 = Lempiras) /5	L15.47

1/- Number of people living in households with monthly incomes between L5,000 and L10,000 (US$ 323 to $646). Actual size of the middle class may near 1 million if the definition is expanded to include households with monthly incomes of up to L15,000 (US$ 969) and given the high rate of people (8%) not responding to government surveys.
2/- Populations in excess of 100,000
3/- Open unemployment is low; however, underemployment approaches 27%
4/- Percent of women who are part of the economically active population.
5/- Official

B. Consumer Oriented & Edible Fishery Products Imports

Honduran Imports	Imports from the World Millions US $			Imports from the U.S. Millions US $			U.S. Market Share Percent		
	1998	1999	2000	1998	1999	2000	1998	1999	2000
CONSUMER-ORIENTED TOTAL	**217**	**244**	**277**	**95**	**100**	**93**	**44**	**41**	**34**
Snack Foods (Excl. Nuts)	14	15	18	3	3	3	19	18	19
Breakfast Cereals & Pancake Mix	17	19	22	2	2	2	10	10	11
Red Meats, Fresh/Chilled/Frozen	3	5	6	2	3	4	60	56	69
Red Meats, Prepared/Preserved	6	9	9	3	4	4	42	45	50
Poultry Meat	5	4	10	1	2	1	23	43	15
Dairy Prod (Exc. Cheese)	38	40	40	15	11	9	40	27	24
Cheese	3	4	8	2	2	2	57	52	24
Eggs & Products	10	7	9	1	1	1	12	7	7
Fresh Fruit	6	6	7	4	4	4	73	67	60
Fresh Vegetables	4	3	3	1	1	1	29	36	37
Processed Fruit & Vegetables	14	17	18	9	8	9	65	48	49
Fruit & Vegetable Juices	6	8	12	3	2	3	49	25	27
Tree Nuts	1	1	1	1	1	1	82	78	57
Wine & Beer	2	4	4	1	3	2	63	73	62
Nursery Products & Cut Flowers	1	2	1	1	1	1	6	13	9
Pet Foods (Dog & Cat Food)	1	1	2	1	1	1	63	75	82
Other Consumer-Oriented Products	88	101	110	48	54	44	55	54	40
FISH & SEAFOOD PROD.	**13**	**14**	**14**	**3**	**6**	**6**	**25**	**47**	**45**
Salmon	1	1	1	1	1	1	100	94	98
Surimi	1	1	1	1	1	1	77	100	74
Crustaceans	9	9	11	2	4	5	25	49	48

Ground Fish & Flatfish	1	1	1	1	1	1	86	18	78
Molluscs	1	1	1	1	1	1	20	96	54
Other Fishery Products	3	5	3	1	2	1	26	43	28
AGRICULTURAL TOTAL	**444**	**433**	**473**	**215**	**223**	**223**	**53**	**52**	**47**
AG. FISH & FORESTRY TOTAL	**430**	**456**	**506**	**225**	**233**	**235**	**52**	**51**	**47**

Source: United Nations Trade Data
Note: Data for 2001 is not available

C. Top 15 Suppliers of Consumer Foods and Edible Fishery Products

HONDURAS IMPORTS

CONSUMER-ORIENTED AG ($1000)

	1998	1999	2000
United States	95,166	100,023	92,933
El Salvador	33,776	37,328	49,980
Guatemala	36,019	38,006	43,682
Mexico	12,482	20,230	25,622
Costa Rica	8,444	7,933	13,139
New Zealand	6,341	7,881	9,349
Nicaragua	3,583	3,218	9,205
Chile	2.039	5,967	5,032
Netherlands	5,491	7,050	4,967
Canada	2,252	3,892	3,866
Panama	2,438	1,497	1,519
Germany	708	984	1,063
Spain	774	443	973
Ireland	2,042	1,237	886
U.K.	1,155	220	831
Other	4,684	7,996	14,739
World	217,394	243,905	277,286

FISH & SEAFOOD PRODUCTS ($1000)

	1998	1999	2000
United States	3,264	6,339	6,431
Panama	2,845	3,570	5,341
Thailand	261	312	827
Norway	0	83	387
Colombia	1,023	535	377
Costa Rica	1,106	1,533	326
Nicaragua	1,388	34	172
Mexico	409	90	127
El Salvador	1,034	251	62
Ecuador	28	139	49
Morocco	14	99	49
Taiwan	178	207	20
Chile	0	4	2
Other	1,269	306	258
World	12,819	13,502	14,428

Source: United Nations Statistics Division

Note: Data for 2001 is not available